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ECONOMIC ABSTRACTS

SEMI-MONTHLY REVIEW OF ABSTRACTS ON ECONOMICS, FINANCE, TRADE, INDUSTRY, FOREIGN AID, MANAGEMENT, MARKETING, LABOUR

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ECONOMIC ABSTRACTS

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312 POPULATION. DEMOGRAPHY
See also: T 1670, T 1684, T 1688

(680) 312 338.58
SADIE, J.L. The costs of population growth in South Africa. 12 p. A5 (The South African journal of economics, Johannesburg, no. 2, June, 1972, p. 107. Graf. Lit. opg. Tabn.).

The demographic situation in South Africa. Population growth rate and stage of demographic development: Bantu; Coloured; Asians and Whites. The economic significance of the age structures. Providing employment opportunities. The economic significance of the age structures. Providing employment opportunities. The economic value of a presented birth. The author concludes that a reduction of fertility, and particular among the Coloureds and Bantu, will be economically beneficial, not only in the macro-economic sense but to every individual family.
T 1628

312 338.58
ESPENSHADE, T.J. The price of children and socio-economic theories of fertility: a survey of alternative methods of estimating the parental cost of children. 15 p. A5 (Population studies, London, no. 2, July, 1972, p. 207. Lit. opg.).

A brief history of socio-economic theories of fertility concentrating on the role of the price of children. It is concluded that although each method of estimating the parential cost of children yields estimates which contain some of the desirable properties one would hope to find in cost-of-children estimates, what is still missing is a method that successfully combines them all.
T 1629

(485) 312 339.233
BERNHARDT, E.M. Fertility and economic status - some recent findings on differentials in Sweden. 10 p. A5 (Population studies, London, no. 2, July, 1972, p. 175. Grafn. Lit. opg. Tabn.).

Discussion of the relationship between economic status and family size in Sweden, where family planning is and has been widely practised for a fairly long time. The author concludes that the higher the economic status the more likely the couples are to fulfil what appears to be the social norm of at least two children. Familie with "high" incomes are less likely to be childless or to have only one child. On the other hand, the proportion of marriages with at least four children seems to be negatively associated with economic status.
T 1630

312 338.97
PITCHFORD, J. Population and optimal growth. 28 p. A5 (Econometrica, Amsterdam, no. 1, January, 1972, p. 109. Grafn. Lit. opg. Tabn.).

The assumption that the rate of growth of population is exogenous is common to many growth models both of the descriptive and the optimal type, (Ricardian and neo-classical theory is touched upon). This paper examines the consequences of optimally controlling population growth and discusses the resulting trade-off between expenditure on such control and on capital accumulation and consumption. In this context the assumption of constant returns to scale seems unrealistic and is relaxed. The problem thus becomes a two state variable control problem soluble by the application of Pontryagin's Maximum Principle. Both over- and underpopulation are examined. Extensions and qualifications of the author's model are dealt with in an appendix.
T 1631

330 THEORETICAL ECONOMICS

330.115 ECONOMETRICS. MODELS
See also: T 1654, T 1667, T 1686, T 1700, T 1721

(73) 330.115 338.97 :31
ECONOMETRIC models of cyclical behavior; ed. by B.G. HICKMAN; publ. by the Conference on research in income and wealth; cosponsered by the National bureau of economic research and the Social science research council, Committee on economic stability. New York/London, Columbia University press, 1972. 2 vols. 1246 p. A5. Grafn. Lit. opg. Tabn. (Studies in income and wealth, nr. 36). 10/72 R.E. (15,75 dollar). ISBN-8-87014-232-1.

Through the use of simulation techniques, the dynamic properties of contemporary macroeconomic models are studied in both deterministic and stochastic contexts. The much-debated question reappears: are cyclical fluctuations raised by stochastic disturbances impinging on a dynamically stable response-mechanism. Volume I. Business-cycle simulations; by G.R. Green, L.R. Klein, F. Modigliani, a.o. Volume II. Other

dynamic studies by E. Philip Howrey, R.F. Engle, G.C. Chow, a.o. Evaluation of forecasts; by R.L. Cooper, M.K. Evans, Y. Haitovsky, a.o. T 1632

330.115 65.012.122
DREZE, J.H. Econometrics and decision theory. 17 p. A5 (Econometrica, Amsterdam, no. 1, January, 1972, p. 1. Bibliogr. Grafn.).

Recent advances in statistical and econometric methodology should make it possible to derive from empirical observations a probability measure on the relevant events for many decision problems under uncertainty (which can be decomposed into 4 steps). This challenges econometrics to state decision problems formally. It is clear in which direction the solutions should be sought. For example the present way of formal analysis in agricultural economics, and how to improve it: by relating more tightly the specification of the criterion function to general economic theory; by treating in probabilistic terms all the unknown parameters of the model instead of proceeding conditionally on point estimates for some of them (the tool: Bayesian statistics); by searching for optimal decision rules by mathematical programming techniques. Special attention is given to Bayesian analysis of simultaneous equation models. T 1633

330.14 CAPITAL

(47) 330.14 338.011
VIKHLIAEV, A.V. Theoretical and statistical problems concerning the capital-output ratio for the social product (U.S.S.R.). 21 p. A5 (Problems of economics, New York, no. 1, May, 1972, p. 48. Lit. opg. Tabn.).

Examination of the economic content of the capital-output ratio. Methods of calculating the indices of capital-output ratios. Patterns in the dynamics of the capital-output ratio. Capital-output ratio for the reproducible product in the U.S.S.R. in 1960-1969. Share of amortization deductions in the value of the product for 1960-1969. International comparisons of capital-output ratios: U.S.S.R., U.S.A., France, German Federal Republic, Great Britain and Japan. Coefficients of the direct and total capital-output ratio in individual branches of the U.S.S.R. economy in 1966. (Vestnik moskovskogo universiteta, seriia ekonomiki, 1971, no. 4). T 1634

330.18 ECONOMIC SYSTEMS
See also: T 1690

330.180 330.187.11 380.11
WENIG, A. "Spill-over"-Effekte und die globale asymptotische Stabilitat des allgemeinen Gleichgewichts. 18 p. A5 (Jahrbucher fur Nationalokonomie und Statistik, Stuttgart, no. 6, August, 1972, p. 516. Lit. opg.).

Der Autor untersucht wie in einem System interdependenter Markte auftretende Ungleichgewichte die Praferenz- und Produktionsstruktur der Wirtschaft nachhaltig verandern konnen. Die Samuelson-Patinkin-Version des "spill-over"-Effekt. Im Zentrum des Aufsatzes steht die Frage, wie die dargestellten Vorgange die Stabilitat des allgemeinen Gleichgewichts beeinflussen. Es zeigt sich, dass sie unter okonomisch ganz plausiblen Voraussetzungen allein bereits in der Lage sind, die Stabilitat sicherzustellen, ja dass zie bis zu einem gewissen Grad sogar destabilisierende Einflusse, zu neutralisieren vermogen, die von Preiseffekten ausgehen konnen. (Summary in English). T 1635

331 LABOUR. LABOUR ECONOMICS

331-057.4 INTELLECTUAL WORKERS. BRAINWORKERS

(73) 331-057.4 331.6 338.97 : 31 62
R. & D. manpower for the future; three views on the decade ahead (U.S.); by C.E. Falk, B.M. Vetter, and J.D. Alden. 27 p. A5 (Research management, New York/London, no. 5, September, 1972, p. 12. Grafn. Lit. opg. Tabn.).

C.E. Falk. A comparison of various projections. Unlike the U.S. job market for scientists and engineers, there has been an over-abundance of prognostications on future technical manpower supply and utilization. This article sorts them out, compares and evaluates their strengths and weaknesses.
B.M. Vetter. The outlook for scientists. The oversupply of many types of scientists, especially at the doctorate level, now projected by many to continue for a number of years, may quickly disappear if the economy continues upward and if solutions to U.S. technical problems is vigorously pursued. J.D. Alden. The outlook for engineers. A malaise is afflicting the technical professions in the U.S. today. Brought on by unemployment, lack of industry concern and disillusionment in the profession, it could have serious effects on future manpower supply. T 1636

331.174 STOCKOWNERSHIP

331.174 331.2 332.2 339.233
ATKINSON, A.B. Capital-growth-sharing schemes and the behaviour of the firm. 13 p. A5 (Economica, London, no. 155, August, 1972, p. 237. Grafn. Lit. opg.).

The author examines the consequences at a micro-economic level of the introduction of profit-sharing and capital-growth-sharing schemes. A. concludes that profit-sharing does not necessarily have the same effect on firm behaviour as a profits tax, and it is quite possible that it can lead to a fall in price. A. examines the effects of capital-growth-sharing under the assumptions of long-run profit maximization and "managerial" growth maximization and discusses the likelihood of such schemes being introducted by collective bargaining. T 1637

331.2 WAGES

(71) 331.2 331.6 338.5
AGARWALA, R., J. Drinkwater, S.D. Khosla, a.o. A neo-classical approach to the determination of prices and wages. 14 p. A5 (Economica, London, no. 155, August, 1972, p. 250. Grafn. Lit. opg.).

The authors argue that the Phillips-curve approach does not explain the trend rate of growth of wages (and prices), but only the movement around the trend, with reference to unemployment and such other factors. A. propose a productivity theory of real wages which they find explains reasonably well the movements in wages in the post-war period in Canada. A. demonstrate that it is feasible to determine real wages in terms of real variables, and prices in monetary framework. T 1638

331.6 EMPLOYMENT. LABOUR MARKET
See also: T 1636, T 1638, T 1646, T 1663

331.6 332.4.001.7 336.001.7
BAILEY, M.J. The optimal full-employment surplus. 13 p. A5 (Journal of political economy, Chicago, no. 4, July/August, 1972, p. 649. Grafn. Lit. opg.).

The author examines the monetary-fiscal mix that leads to the Pareto-optimal amount of saving and investment. Because knowledge and foresight are imperfect, the monetary-fiscal policy mix

affects consumption and the equilibrium interest rate, at full employment without inflation. Optimal policy balances different offsetting failures of household foresight against each other to approximate the results of perfect foresight. It also offsets the distortion in aggregate saving and investment due to the taxation of income from capital. T 1639

332 BANKING. CURRENCY. FINANCE

332.4.001.7 MONETARY POLICY
See also: T 1639

(430.1) 332.4.001.7 332.453.4
PORTER, M.G. Capital flows as an offset to monetary policy: the German experience. 30 p. A5 (Staff papers, Washington, no. 2, July, 1972, p. 395. Lit. opg. Tabn.).

The author examines the effects of monetary policy in Germany on capital flows during the period 1963-70. It reports tests of the use of changes in reserve requirements to neutralize the monetary effects of capital inflows. An important finding of the study is that changes in the average reserve requirements - the major control in German monetary policy - are substantially and rapidly offset in their effect on bank liquidity by capital inflows recorded mainly in the errors and omissions component of the balance of payments. (Resume en francais, resumen en espanol). T 1640

332.422.2 GOLD STANDARD

332.422.2 332.453.2
REFORM of the international monetary system; a report by the Executive directors to the Board of governors; publ. by the International monetary fund. Washington, 1972. 57 p. A4. Lit. opg. 11/72 Gr. Amb. Wash.

This report reviews certain options for in the main problem areas of the international monetary system, setting out the arguments on both sides when there appear to be both advantages in any course of action and eschewing conclusions that would narrow prematurely the field of choice. The need for reform. The exchange rate mechanism. Convertibility and the settlement of imbalances. The roles of various assets in reserves. The problem of disequilibrating capital movements. International monetary reform and the developing countries. T 1641

(4) 332.422.2 332.453.2
ASCHINGER, F.E. Le dollar et l'Europe. 12 p. A5 (Revue économique et sociale, Lausanne, no. 2, juillet, 1972, p. 87).

La portée de la crise du dollar. Analyse des aspects des répercussions sur le systeme des changes, les regles de convertibilite, les principes de reajustement, le role de l'or monetaire et des droits de tirage speciaux, ainsi que sur le mecanisme du Fonds monetaire international. Les rapports du dollar avec L'Europe dans les nouvelles circonstances. Comment l'Europe a-t-elle jusqu'ici reagi a la crise. Quel role a-t-elle joue dans son denouement. Quelles taches est-elle appelee a assumer au sein du nouveau systeme monetaire. T 1642

(73) 332.422.2 332.453.2 32
KEISER, G. Wahrungssystem und politische Macht. 12 p. A5 (Europa-Archiv, Frankfurt a/M., no. 15, August 10, 1972, p. 519. Lit. opg.).

Historische Parallelen, welche Zusammenhänge und Wechselwirkungen zwischen monetarer und politischer Macht bestehen. Der Verfall des Pfundes Sterling und die Krisen des franzosischen France. Die Geschichte des Dollars. Die Grunde fur die Zerruttung der amerikanischen Zahlungsbilanz. Grundzuge einer neuen internationalen Wahrungsordnung. T 1643

332.453.1 EXCHANGE RATE
See also: T 1655, T 1659

332.453.1 332.577.2
HIRSCH, F. The exchange rate regime: an analysis and a possible scheme. 27 p. A5 (Staff papers, Washington, no. 2, July, 1972, p. 259. Graf. Lit. opg.

A central issue in future monetary arrangements is the role to be played by exchange rate adjustment. The underlying objectives of the exchange rate regime: the adjustment process; promotion of world trade, employment, real income, and economic development; support for appropriate domestic policies. Implementation under existing provisions. A flexible parity system: the crawling peg; broad outline of a possible scheme. Illustrative adjustment of zones and parities. (Resume en francais; resume en espanol). T 1644

332.453.2 BALANCE OF PAYMENT
See also: T 1641

(7/8=6) (729) 332.453.2
ROBICHEK, E.W., and C.E. Sanson. The balance of payments performance of Latin America and the Caribbean, 1966-1970. 58 p. A5 (Staff papers, Washington, no. 2, July, 1972, p. 286. Tabn.).

A quantitative assessment of the balance of payments performance of each of the 23 countries of Latin America and the Caribbean and of the region as a whole. The compatibility or incompatibility between balance of payments and economic growth objectives. Examination of the major factors operating on the balance of payments but largely beyond the control of national authorities. An attempt is made to assess the contribution to the balance of payments performance of governmental policies. Short-term capital movements. The significance of the I.M.F.'s first allocation of special drawing rights to its members in Latin America and the Caribbean. (Resume en francais, resumen en espanol). T 1645

332.453.4 FOREIGN CREDITS, INVESTMENTS, LOANS
See also: T 1640, T 1657, T 1670, T 1719

(73) 332.453.4 331.6 658.112.3
STOBAUGH, R.B. How investment abroad creates jobs at home (U.S.). 9 p. A4 (Harvard business review, Boston, no. 5, September/October, 1972, p. 118. Gafn. Lit. opg. Tabn.).

Lately U.S. multinational companies have come under fire, particularly from labor unions, because their direct foreign investment allegedly takes jobs away from workers back home. This article attacks that argument as well as the assertion that such investment aggravates the U.S. balance-of-payments deficit. Case examples from a Harvard business school study show that companies usually make these investments in self-defense, to protect their markets abroad. While increased competition may eventually cause a company's world market share to drop, without its foreign facilities it might very well lose its share entirely. Furthermore, shipments to these foreign plants account for an important share of U.S. exports of manufactured goods. T 1646

332.571.2 INFLATION
See also: T 1652

(73) 332.571.2 338:62 351.82
GOLDSTEIN, M. Anti-inflationary demand management in the U.S.: a selective industry approach. 51 p. A5 (Staff papers, Washington, no. 2, July, 1972, p. 344. Bibliogr. Tabn.).

The author explores a selective key-industry approach to anti-inflationary policy as one possible method of improving the short-run trade-off between price stability and unemployment in the U.S. The essence of this approach is that policymakers exert some control over the composition, as well as the level, of aggregate demand when framing an anti-inflationary policy. The basic hypothesis is that there are substantial differences among industries in both their price and employment responses to demand changes. (Resume en francais, resumen en espanol). T 1647

332.572.2 DEVALUATION

332.572.2
KUSKA, E.A. The pure theory of devaluation. 7 p. A5 (Economica, London, no. 155, August, 1972, p. 309. Lit. opg.).

The author presents a simple theory of devaluation for a world economy in which all prices are flexible. The principal theorem of the analysis is that a devaluation and particular changes in the various money stocks have exactly equivalent effects on the the current and future equilibrium values of all of the variables of the model. This means that the theory of devaluation is just a particular case of the theory of money. T 1648

(569.4-924) 332.572.2 382.6
HALEVI, N. Effective devaluation and exports: some issues in empirical analysis, with illustration from Israel. 9 p. A5 (Economica, London, no. 155, August, 1972, p. 292. Lit. opg. Tabn.).

The relatively frequent devaluations in many developing countries stress the need and provide some data for a statistical analysis about the arguments for and against devaluation. But even where data exist for at least relatively simple regression analysis, conceptual issues concerning both dependent and independent variables complicate empirical work and confuse policy discussions. The author discusses several such issues which arose in an empirical study of Israel, and the solutions

adopted. Alternative dependent variables. Devaluation, effective devaluation and relative prices. The effects of growth. Some empirical findings for Israel's industrial exports. T 1649

332.573 FLUCTUATIONS EXCHANGE RATE

(71) 332.573 338.972.3
MEYER, W. Flexible Wechselkurse und Konjunkturempfindlichkeit: die wirtschaftspolitischen Erfahrungen Kanadas. 14 p. A5 (Jahrbucher fur Nationalokonomie und Statistik, Stuttgart, no. 6, August, 1972, p. 534. Lit. opg. Tabn.).

Der Autor erörtert eine These Rohwedders, wonach es zweifelhaft ist, ob die flexiblen Wechselkurse Kanadas in der Zeit 1950-1962 fur die Erklarung der kanadischen Rezessionen uberhaupt herangezogen werden konnen, wie das z.B. Mundell tut (J. Rohwedder: "Untersuchungen uber Zahlungsbilanzprobleme bei Stufenflexibilitat und freier Flexibilitat der Wechselkurse, Tubingen, 1969; See: Q 1999). Der Zeitpunkt der kanadischen Rezessionen, Preisstabilitat und der Import von Rezessionsimpulsen: das kanadische Dilemma. Pseudomultiplikatoren: Fallstricke fur theoretische Interpretationen der Realitat. (Summary in English). T 1650

332.63 BONDS. SECURITIES. DEBENTURES

(430.1) 332.63 65.011.4
ANDREAS, K., und E. Schmidtgall. Rationalisierung des Wertpapierverkehrs. 6 p. A4 (Zeitschrift fur das gesamte Kreditwesen, Frankfurt a/M., nos. 17+18, September 1 + 15, 1972, pp. 915 + 860. Tab.).

Kuponbearbeitung und Kosten. "Computer-Anschluss". Ausschluss fur Rationalisierung des Wertpapierverkehrs. Prioritaten: Girosammelverwahrung, Vereinfachung der Zinsscheinbearbeitung, Aenderung der Anleihe-Ausstattung bei Neuemissionen. Wertpapier-Kundendepots mit sammelverwahrfahigen Wertpapieren. Verzicht auf die zweimalige Zinszahlung im Jahr. Entstuckung des Wertpapierverkehrs. Neuerung nach der Depotgesetz-Novelle. T 1651

336 PUBLIC FINANCE

336.001.7 FINANCIAL AND BUDGETARY POLICY
See also: T 1639

(73) 336.001.7 332.571.2
KITCHING, B. Real "crowding-out" as a factor in the American inflation-recession. 15 p. A5 (Zeitschrift fur Nationalokonomie, Wien, no. 2/3, 1972, p. 289. Grafn. Lit. opg.).

The author examines the real crowding-out effects of an explicit U.S. government financial budget restraint. Financial and real crowding out. Real crowding out by the high-powered sector. Real crowding out phenomenon compared with forced savings. The introduction of a real crowding-out restraint. The introduction of an explicit government financial budget restraint. T 1652

336.001.7 338.98 351.82
GUILLAUME, M. La revelation des preferences dans l'analyse des choix collectifs. 32 p. A5 (Revue economique, Paris, no. 3, mai, 1972, p. 410. Bibliogr. Grafn.).

On examine dans quelle mesure un arbritage peut s'expliciter a partir des preferences individuelles. Fonction d'evaluation associee a un optimum de Pareto. L'utilisation du critere du surplus. Fonction d'evaluation et repartition des revenus. Representation formelle des processus de choix collectifs. La determination d'une fonction de preference de l'Etat: comment peut etre mise en evidence et utilisee une fonction d'evaluation s'exprimant en termes de parametres objectifs et generalement macroeconomiques (consommation des menages, chomage, etc.). La fonction de preference deduite du Plan. Determination du taux d'actualisation collectif. Application a la rationalisation des choix publics. T 1653

336.2 TAXES. FISCAL POLICY

ALLINGHAM, M.G. Risk-taking and taxation. 22 p. A5 (Zeitschrift fur Nationalokonomie, Wien, no. 2/3, 1972, p. 203. Lit. opg.).

This survey considers the effects of taxation on risk-taking from both a partial and a general equilibrium viewpoint. The most relevant results to emerge at a very general level are

that in the former taxation will typically increase risk-taking while in the latter it is typically better to tax risky industries more heavily than safe; both results are contrary to conventional views. T 1654

337 PROTECTION AND FREE TRADE

337.3 TARIFFS

337.3 332.453.1 338.01
KLOCK, D.J. The impact of direct trade controls and an overvalued exchange rate on factor proportions in manufacturing. 12 p. A5 (The Journal of development studies, London, no. 4, July, 1972, p. 447. Grafn. Lit. opg.).

Analysis of certain aspects of manufacturing development under a regime of import and foreign exchange controls, where such controls are accompanied by an overvalued exchange rate. The argument proceeds from the fact that the overvalued rate represents a subsidy on imported capital equipment and intermediate goods. The author concludes that the subsidy on imported intermediate goods will exacerbate the oft-noted tendency of import-substitute industry to take the form of "processing and packaging" operations with minimal domestic value added. T 1655

(728.7) 337.3 338.924
JOHNSON, H.G. Commercial policy and industrialization. 12 p. A5 (Economica, London, no. 155, August, 1972, p. 264).

The author surveys developments in the theory and practice of commercial policy, with general reference to the potential role of commercial policy in promoting economic development, and with special reference to the question of its potential service to this objective in small developing countries such as Panama. A survey of the theory and history tariffs. The historical development of protectionism and the "classical" or "orthodox" theory of it before the Second World War. Developments of the theory of protection after the Second World War. The contemporary theory of tariffs and Panama. T 1656

337.3 : 382.1(100) WORLD TRADE CONFERENCE

337.3:382.1(100) 338.92 332.453.4 382
KOHLHASE, N. Das Ende des Pragmatismus in der Entwicklungspolitik; die Dritte Welthandelskonferenz in Santiago und ihre Konsequenzen. 10 p. A5 (Europa-Archiv, Frankfurt a/M., no. 14, Juli 25, 1972, p. 471. Lit. opg.).

Entwicklungsländer und Fortschritt. Gegenwartige Handels- und Wirtschaftsbeziehungen sind unbefriedigend. Grenzen liberaler Handelspolitik. Bescheiden Erfolg der Konferenz fur die dritte Welt. Institutionelle Aenderungen. Weltweite Strukturpolitik. Entwicklungspolitik als nationale Innenpolitik. Die Herausforderung an die europaische Gemeinschaft. T 1657

337.9(4) EUROPEAN COMMON MARKET. EUROMARKET

(494) 337.9(4)
LANGUETIN, P. La Suisse universaliste, partenaire d'une Europe dynamique. 10 p. A5 (Revue economique et sociale, Lausanne, no. 2, juillet, 1972, p. 77).

La perspective d'entrer prochainement en négociations avec la Communaute economique europeenne, pour etablir avec celle-ci des liens particuliers, pose a nouveau a la Suisse le dilemme: tradition universaliste ou vocation europeenne. Analyse de "l'universalisme" de la Suisse. L'etablissement de liens particuliers entre les Communautes et les pays europeens non candidats pose des problemes fort complexes. Est-il indispensable qu'un accord entre les Communautes et la Suisse couvre tous les aspects des relations economiques et remplace tous les accords conclus precedemment. Les lignes de force qui vont presider a l'etablissement de liens particuliers entre les Communautes et la Suisse. T 1658

337.9(4) 332.453.1 338:63 338.5 382
VITTAS, H. Effects of changes in E.E.C. currency exchange rates on prices, production, and trade of agricultural commodities in the community. 21 p. A5 (Staff papers, Washington, no. 2, July, 1972, p. 447. Grafn.).

Examination of the principal short-term aims of the common agricultural policy of the E.E.C. The effects of a de facto appreciation of any E.E.C. currency on the market price. The effects of a de facto appreciation of any E.E.C. currency on

production and trade in the E.E.C. Effects of a de jure appreciation of any E.E.C. currency. Secondary effects of exchange rate changes on E.E.C. agricultural prices. Shifts due to changes in the level or distribution of total E.E.C. agricultural incomes. Shifts due to changes in relative E.E.C. prices of competing agricultural commodities. Shifts due to changes in the costs of production of agricultural products. (Resume en francais, resumen en espanol). T 1659

337.9(4) 337.914 338.92
COOPER, R.N. The European community's system of generalized tariff preferences: a critique. 16 p. A5 (The Journal of development studies, London, no. 4, July, 1972, p. 379. Graf. Tabn.).

In mid-1971 the European community introduced a system of generalized tariff preferences for less developed countries, hailing its scheme as a "generous response" to the needs of those countries. The author examines how generous the European tariff preference scheme is, in terms of its likely stimulus to exports from and investment in the less developed countries. A. also assesses the impact of the scheme on the assumption of U.K. membership in the community. A. concludes that whether Britain is in or out, the European scheme, based as it is on rather restrictive tariff quotas keyed to past trade data, will offer little help in furthering the economic objectives of developing countries. T 1660

337.9(4-11) COMECON

337.9(4-11) 332.1(100): 332.453
STEHL, D. Weltbank des Ostens. 5 p. A5 (Ost-Europa Wirtschaft, Stuttgart, no. 2, Juni, 1972, p. 129. Lit. opg.).

International Comecon Investment Bank. Langfristige Investitionskredite. Grundkapital: 1,000 Mio Transferrubel. Als oberstes Entscheidungsorgan eine Bankrat, in dem alle Mitgliederstaaten mit je einer Stimme vertreten sind. Die Moglichkeit dem Transferrubel von einer fiktieven und psychologisch schwach eingeschatzte Verrechnungseinheit zu einem vertrauenerweckenden Zahlungsmittel aufzubauen. T 1661

337.9(4-11) 332.453
STELZL, D. Entwicklung und augenblicklicher Stand der Technik des Zahlungsverkehrs zwischen den Mitgliedslandern des R.G.W. 8 p. A5 (Ost-Europa Wirtschaft, Stuttgart, no. 2, Juni, 1972, p. 121. Lit. opg.).

Verwendung kapitalistischer Zahlungstechniken zwischen den Mitgliedslandern des R.G.W. (1949-1957). Das Kontokorrentverfahren, das Dokumentenakkreditiv, das Dokumenteninkasso. Anwendung eigener Zahlungstechniken im R.G.W., allgemeine Bedingungen des R.G.W. 1958. Das Sofortbezahlungsverfahren. T 1662

338 ECONOMIC STRUCTURE

338 : 63 AGRICULTURE. AGRICULTURAL PRODUCTION
See also: T 1659, T 1671, T 1739

(728.1) 338:63 331.6 338.011
GOLLAS, M. Surplus labour and economic efficiency in the traditional sector of a dual economy: the Guatemala case. 13 p. A5 (The Journal of development studies, London, no. 4, July, 1972, p. 411. Lit. opg. Tabn.).

With regard to the sign and magnitude of the marginal productivity of labour (as they relate to the existence of surplus labour in the traditional sector of dual economies) the author found the marginal productivity of labour in the traditional sector of Guatemala agriculture to be positive, but considerably lower that the average wage rate that prevails in the area. Regarding the economic efficiency of farmers in traditional agriculture the estimated indexes of efficiency indicate that farmers in the traditional sector of Guatemalan agriculture make inefficient use of their economic resources. T 1663

(44) 338 : 63 338.97 : 31
MAQUART, D. La transformation du Monde rural (France). 128 p. A5 (Analyse et prevision, Paris, juillet/aout, 1972, p. 849. Krtn. Lit. opg. Tabn.).

Un scénario d'évolution d'à présent jusqu'a 1985 et de 1985 à 2000 du Monde rural de la France. Les futurs possibles sont a la fois nombreux et divergents. Parmi les facteurs essentiels de l'avenir: facteurs economiques, et socio-politiques, l'evolution de la population active agricole, les activites de la filiere alimentaire en fonction des innovations technologiques. Agriculture. Forêts. Produits de la mer. Industries agricoles et alimentaires. Distribution. Branches industrielles concernees par la filiere alimentaire. Resume des resultats. Si on n'utilisera plus que la moitie de la superficie cultivable, que faire du reste. T 1664

(540) 338 : 63 382.6
GUPTA, S.N. Export potential of agricultural commodities (India). 17 p. A5 (Foreign trade review, New Delhi, no. 1, April/June, 1972, p. 21. Tab.).

The bulk of exports comprise agricultural commodities and agriculture-based products, manufactured and semi-manufactured. Export earnings of major agricultural commodities. Export performance of export-oriented agricultural sector. Rice, and pulses, tea, coffee, spices, cashew kernels, fruits, vegetables, vegetable oilseeds, oils, oilcakes, tobacco, raw cotton, sugar and fish and fish products. T 1665

338.01 THEORY OF PRODUCTION
See also: T 1655, T 1681, T 1682, T 1683, T 1721

(73) 338.01 665.5
GRIFFIN, J.M. An economic measure of capacity in a joint product, multi-proces industry (U.S.). 21 p. A5 (Journal of political economy, Chicago, no. 4, July/August, 1972, p. 703. Grafn. Lit. opg. Tabn.).

Following a discussion of theoretical and empirical problems of industry capacity measurement, a process analysis approach is used to derive a capacity measure for the U.S. petroleum refining industry. Capacity is defined as the minimum point of the industry's short-run average-cost curve and measured with respect to a fixed, full-employment product mix; capital is disaggregated into process types. Capacity utilizattion series for petroleum products and processes are also presented along with a comparison between the measure derived and two alternative capacity measures. T 1666

338.5 PRICE AND VALUE. PRICES
See also: T 1638, T 1659, T 1690

338.5 330.115 330.173.2 380.11
EICHHORN, W. Zur dynamischen Theorie des Mehrprodukten-

oligopols. 18 p. A5 (Jahrbücher für Nationalökonomie und Statistik, Stuttgart, no. 6, August, 1972, p. 498. Bibliogr.).

Der Autor befasst sich mit der Dynamisierung eines spieltheoretisch formulierten Modells eines Mehrproduktenoligopols bei Preisstrategie. Dynamische Theorie des homogenen Einproduktoligopols bei Mengenpolitik und des inhomogenen Einproduktoligopols bei Preispolitik: Stabilitatsfragen. Spieltheoretische Formulierung eines inhomogenen Mehrprodukten-Oligopolmodells mit Preispolitik bei linearen Absatz- und Kostenfunktionen. Dynamisierung des Modells im "klassischen" Fall: Preissetzung ohne Berucksichtigung von Preisanderungen der Konkurrenz. Dynamisierung des Modells bei Annahme von Preisanderung der Konkurrenz. Betrachtungen zum realen Fall: mangelhafte Information uber die zudem zeitabhangigen Daten. (Summary in English). T 1667

338.87 CONCENTRATION

338.87 338 : 62
GROSSACK, I.M. The concept and measurement of permanent industrial concentration. 16 p. A5 (Journal of political economy, Chicago, no. 4, July/August, 1972, p. 745. Grafn. Lit. opg.).

The underlying thesis of this survey is that static measures of concentration cannot by themselves the degree of monopoly power in an industry or market. The main part is concerned with developing and interpreting new measures that would incorporate within them the power, or lack of power, of the large firms to inhibit entry and the growth of smaller firms. The market shares of the firms are divided into permanent and transitory components, and the author shows that by comparison of observed market shares for two different periods of time it is possible to infer measures of concentration that are based upon the permanent component of the shares. T 1668

338.89 CARTEL POLICY. ANTITRUST LAWS
See also: T 1718

338.89
ARNDT, H. Some fundamental questions of concentration policy. 15 p. A5 (German economic review, Stuttgart, no. 2, 1972, p. 101. Lit. opg.).

The relationships between concentration and competition. The maintenance of competition as a task of concentration policy. Economic concentration and private property. The concentration of economic power as a problem for concentration policy. The problem of international concentration. The author concludes that the elimination and - if this is not possible - the neutralization economic power is becoming increasingly a task for concentration policy. T 1669

338.92 DEVELOPING COUNTRIES AND AREAS
See also: T 1657, T 1660, T 1673, T 1719

338.92 312 327 332.453.4
DEVELOPMENT: the Western view. La perspective occidentale au developpment; ed. by C.A.O. van Nieuwenhuyze; publ. by the Institute of social studies. The Hague/Paris, Mouton, 1972. 295 p. A5. Lit. opg. Tabn. (Publications; paperback series, vol. 6. English - and French text). 11/72 R.E. (f 28,--).

Examination of the underlying perception of development that guides the steps of those Western parts of the world currently in a position to determine development goals and to decide on development assistance. C.A.O. van NIEUWENHUYZE. Introduction: the one world and the Western preoccupation with development. G. GUSDORF. L'histoire des idees. H.H. SMYTHE. Institutions. D. WALDO. The administrative framework. V.J. TARASCIO. Development: the concept and its career in economics. A. SAUVY. Les aspects demographiques. S.E. FINER. The political climate. J. ELLUL. Technique et developpement. T 1670

338.92 338:63
AGRICULTURE in the developing countries; and the policies of industrialised nations. 5 p. A4 (The Standard bank review, London, April, 1972, p. 2. Lit. opg. Tabn.).

Food needs, employment and balance of payment. Adjustment of the developed countries agricultural and trade policies orientation of agriculture in developing countries. Exports of agricultural products by developing countries. Food aid. Agricultural inputs. Investment in domestic agricultural inputs. Technical assistance and agronomic research. T 1671

(5) 338.92 382 633
SHIGERU FUJII. The Green Revolution and the food trade of

Asian developing countries. 18 p. A4 (Kobe University economic review, Kobe, no. 17, 1971, p. 1. Tabn.).

Modernization of the agricultural (rice) sector and the economic developmentn of Asian countries. The Green Revolution: a conspicuous achievement. Characteristics of Asian economies. Factors influencing the adoption of high-yielding varieties. Impacts of the Green Revolution on the food trade, on importing and exporting countries respectively and together. Decreasing food-imports leave room for the importation of more capital goods. Stimulation of input manufacturing industries (fertilizer). As the rice trade is predominantly inter-Asian the exporting countries face smaller markets. The infant industry protection argument as a principles of foreign trade policy can be applied to this high-yielding type of agriculture. Suggestions: self-sufficiency of importing countries. Diversification in exporting countries (side by side with industrialization). Cooperation in international organizations. T 1672

338.963/.964 EXTENT OF ENTERPRISES, INDUSTRIES

(7/8=6) 338.963/.964 338.92 338.924

SPIRO, B.B. Le rôle de la petite industrie dans le cadre d'une strategie pour le developpement des pays les plus arrieres (Amerique Latine). 20 p. A5 (Revue economique et sociale, Lausanne, no. 2, juillet, 1972, p. 99).

Etudes de cas de pays sous-développés. Les pays examinés sont la Bolivie et Haiti, vus sous un angle tres general, le Paraguay dans une perspective plus limitee ainsi que l'Amazonie et l'Equateur. Conclusions sur les differents aspects du probleme de l'extreme sous-developpement et sur la strategie qui doit etre choisie pour y remedier. Introduction de petites et moyennes industries transformant les produits agricoles. Une institut de developpement et ses taches. L'assistance a l'entrepreneur sur le plan de la gestion. T 1673

338.97 ECONOMIC DEVELOPMENT
See also: T 1631

(411) 338.97
BUSINESS conditions in Scotland. 10 p. A4. (Midland bank review, London, August, 1972, p. 11. Tabn.).

The main trends and influences. Industrial production and unemployment. Industrial employment. Government aid. Development of the tourist industry. Exploitation of off-shore oil. Shipbuilding industry. Creation of a maritime-based industrial complex. Prospects and possibilities. Developments in particular sectors. Shipbuilding, iron and steel, engineering, whisky, textiles, coal gas and electricity, tourism, agriculture and fishing, construction. New towns. Highlands and islands. T 1674

(53) 338.97 32

SAID EL ATTAR, M. Réflexions sur la situation en Arabie. 18 p. A5 (Politique, etrangere, Paris, no. 3, 1972, p. 333. Tabn.).

L'auteur analyse ce qu'il se passe sur les plans politique et économique dans les pays de la Peninsule arabique. L'Arabie Saoudite et ses objectifs politiques. La Republique Arabe du Yemen et ses difficultes. Budget de depenses courantes et budget du developpement. Prets accordes par l'etranger. L'independance du Yemen du Sud. La situation financiere de 1964 a 1970. Le sultanat d'Oman et le mouvement de liberation du Dhofar. T 1675

(435.9) 338.97 338(1)

ALS, G. Le Luxembourg, profil géographique et économique. 21 p. A5 (Bulletin du statec, Luxembourg, no. 4, 1972, p. 102. Grafn. Krt. Tabn.).

Caractéristiques générales (1971). Géographie. Géologie. Unions economiques. Commerce exterieur. Deux revolutions industrielles. Croissance moderee; cycle conjoncturel de 4 a 5 ans. Une forte immigration. Un niveau de vie eleve. La production. Agriculture et viticulture. Industrie. Services. Les 30 premieres entreprises luxembourgeoises (1971) d'apres l'importance de l'effectif. T 1676

338.98 PLANNING, NATIONAL ECONOMIC PLANS
See also: T 1653, T 1687, T 1693

(678) 338.98 351.82 355 338.924
POLITICAL economy, The, of planning in Tanzania. 96 p. A4 (Development and change, The Hague, no. 3, 1971/72, p. 3. Lit. opg.).

J.S. Paul. Planning for socialism in Tanzania: the socio-polit-

ical context. J.F. Rweyemamu. Planning, socialism and industrialization: the economic challenge. J. Loxley. Financial planning and control in Tanzania. Ph.C. Packard. Management and control of parastatal organizations. L. Cliffe. Planning rural development. T 1677

(439) 338.98 658.155 351.82
BOGNÁR, J. Economic reform, development and stability in the Hungarian economy. 15 p. A5 (The New Hungarian quarterly, Budapest, no. 46, summer, 1972, p. 29. Lit. opg.).

The Hungarian economy to 1968. Hungarian economic reform. Enterprises became greater freedom of action. More unrestricted price mobility. Prices in the building trade and world market prices have considerably risen. The reform from the point of view of state and political organs. Important problems, countervailing forces. Conflicts between the system of rational values and the system of rational aims. Problems of economic policy. T 1678

(47) 338.984.3
RAIATSKAS, R.L. The principle of a complex of systems in national economic planning (U.S.S.R.). 12 p. A5 (Problems of economics, New York, no. 12, April, 1972, p. 24).

The author examines the basic principles and general structure of the U.S.S.R. system of planning a republic's national economy, taking into account the several aspects of a complex of systems. The main goals of such a system are: the attainment of proportionality between all forms of economic activity; rapid reaction of individual elements in the system to changes in other elements; the creation of possibilities for iterative analysis; the creation of opportunities for the optimization of the work of an economic system. (Vestnik Moskovskogo universiteta, seriia ekonomika, 1971, no. 3). T 1679

339 DISTRIBUTION AND CONSUMPTION OF WEALTH

339.233 INCOME. PRIVATE CAPITAL
See also: T 1630, T 1637, T 1737

(42) (430.1) (436) (44) (485) (489) (492)
(71) 339.233
SCHIFF, E. Incomes policies abroad; publ. by the American enterprise institute for public policy research. Washington, 1971/1972. 2 vols. 95 p. A5. Lit. opg. Tabn. (Special analysis, nrs. 3 (April 1971) and 27 (September 1972). 11/72 R.E. (2 dollar).

Part I. United Kingdom, The Netherlands, Sweden and Canada. U.K.: balance-of-payments difficulties. The Netherlands: long-term economic planning. Sweden: experiments with incomes policy. Canada: inflation combined with recession. Part II. France, West Germany, Austria and Denmark. France: incomes policy under the fifth and sixth plan. West-Germany: concerted action and union wage policy. Austria: The Joint Commission for prices and wages and the rate of inflation. Denmark: unemployment, contractual wages, and wage drift, 1966-1970. T 1680

339.233 330.13 338.01 351.82
SCHUSTER, H. Der soziale Ueberschuss und das Problem der externen Renteneffekte. 32 p. A5 (Zeitschrift fur Nationalokonomie, Wien, no. 2/3, 1972, p. 257. Grafn. Lit. opg. Tab.).

Ein Versuch zur systematischen Erfassung aller externen Renteneffekte, speziell fur die Ueberschussanalyse. Der Autor untersucht wie und in welchem Umfang die fur ein oder mehrere Produktionsbereiche aufgestellte Ueberschussrechnung um die Rentenverschiebungen in anderen Produktionsbereichen zu korrigieren ist. Die externen Renteneffekte auf den Produktmarkten. Die externen Renteneffekte auf den Faktormarkten. T 1681

339.3 NATIONAL WEALTH. NATIONAL INCOME

(47) 339.3 338.01
GUZENKO, N. Coefficient of direct and full expenditures (U.S.S.R.). 14 p. A5 (Problems of economics, New York, no. 12, April, 1972, p. 36. Tabn.).

Coefficient of direct and full expenditures are key economic indices to the utilization of material resources. In order to make skillful use of them, their particulars and potential must be determined. The author has tried to do this on the basis of materials of the U.S.S.R interbranch balances for 1959 and 1966 and the R.S.F.S.R. interbranch balance for 1966. (Vestnik statistiki, 1971, no. 8). T 1682

(540) 339.3 338.01
SANTHANAM, K.V., and R.H. Patil. A study of the production structure of the Indian economy: an international comparison. 18 p. A5 (Econometrica, Amsterdam, no. 1, January, 1972, p. 159. Tabn.).

An attempt at an international comparison of production structures, using the input-output framework. An earlier study has shown that the production structures of advanced countries such as Italy, Japan, Norway, and the United States are similar, in spite of the wide differences in their levels of per capita income. This paper extends the analysis to a comparison between the production structure of India (a developing country with a very low per capita income) and of those 4 countries. The result shows that in spite of the differences in the levels of development and incomes, there is a similar production structure. T 1683

339.4 CONSUMPTION. CONSUMERS

339.4 312
EILENSTINE, D., and J.P. Cunningham. Projected consumption patterns for a stationary population. 9 p. A5 (Population studies, London, no. 2, July, 1972, p. 223. Lit. opg. Tabn.).

The authors examine the prevailing view that a stationary population would have a significantly different consumption pattern from that associated with a growing population. A. subject this proposition to a statistical test. Demographic calculations. Comparative consumption patterns. The basic conclusion is that consumption patterns associated with a stationary population would not be significantly different from those associated with a growing population. T 1684

351 GOVERNMENT LEGISLATION. PUBLIC SERVICES. REGULATIONS

351.777 GOVERNMENT HEALTH CARE
See also: T 1689, T 1697

(73) 351.777
RUCKELSHAUS, W.D. The environment; new challenge for industrial research (U.S.). 5 p. A5 (Research management, New York/London, no. 5, September, 1972, p. 39).

The wide-spread concern over environmental protection in the last few years has introduced new constraints on American industry and new challenges to industrial management. Industry in general is a prime source of environmental pollution and a logical first target for control efforts. In this article, the head of the U.S. Environmental protection agency outlines the new antipollution regulations, as they relate to industry and research and development. Role and budget of the Environmental protection agency. Industry's investment in pollution control. Pollution control as part of the larger, long-term task of achieving a rational, balanced relationship between mankind and the global environment. T 1685

351.82 ECONOMIC POLICY
See also: T 1647, T 1653, T 1677, T 1678, T 1681

(42) 351.82 330.115
PISSARIDES, C.A. A model of British macroeconomic policy, 1955-1969. 14 p. A5 (The Manchester school of economic and social studies, Manchester, no. 3, September, 1972, p. 245. Lit. opg. Tabn.).

The author deals with the problem of trade-offs between the objectives and instruments of short run stabilization policy in Britain during the period 1955-69. The author concludes that the authorities are unwilling to change any of their instruments by more than about 40 per cent of the value they took in the previous quarter. The authorities behave as if Bank rate is more effective in correcting reserves and inflationary pressures, tax rates more effective in correcting unemployment and inflation, and hire purchase controls most effective in correcting reserve deficiencies. The authorities behave as if a one per cent rise in unemployment rate is equally undesirable as a 189 million pounds loss in reserves or a 25,8 per cent in the 1958 = 100 price index. T 1686

351.82 : 63 AGRICULTURAL POLICY

(439) 351.82 : 63 338.984.3
ENDRE ANTAL. Aktuelle Probleme der ungarischen Agrarpolitik. 25 p. A5 (Ost-Europa Wirtschaft, Stuttgart, no. 2, Juni, 1972, p. 97. Lit. opg. Tabn.).

Die Reformmassnahmen in der Landwirtschaft sind verhältnismassige reibungslos und erfolgreich eingefuhrt. Die Landwirtschaft im Dienste der Nahrungs- und Genussmittelversorgung.

Die Landwirtschaft als Arbeitgeber und Arbeitskräftereservoir. Die Land- und Ernahrungswirtschaft als Exportbasis. Produktionsergebnisse der Landwirtschaft. Nahrungs- und Genussmittelindustrie. Wirtschaftsfläche nach Bewirtschaftungszweig. Dungemittel/Hektar. Mechanisierungsgrad. Betriebsstruktur. Rentabilitat in den landwirtschaftlichen Produktionsgenossenschaften. Zunehmend industrielle Nebenerwerbstatigkeit in der Landwirtschaft. Preissystem. Die besondere Stellung der Hauswirtschaften. Agrarpolitische Zielsetzung des vierten ungarischen Funfjahrplans (1971-1975). T 1687

361 SOCIAL RELIEF IN GENERAL. PUBLIC ASSISTANCE

361.13 BIRTH PLANNING

(51) 361.13 312
SALAFF, J.W. Institutionalized motivation for fertility limitation in China. 30 p. A5 (Population studies, London, no. 2, July, 1972, p. 233. Graf. Lit. opg. Tabn.).

A model of the economic and social utilities and costs of children is used to study reforms in the marriage system, land tenure and organization, and religion. These reforms have reduced the motivation of families in the People's Republic of China to bear numerous children. Evidence drawn from interviews with Chinese refugees and survey data from Chinese medical journals suggest that in the 1950's fertility declined among a minority of parents who desired social mobility for their offspring but the mass of peasants who remained outside the routinized channels of mobility continued to desire two or more sons. By the mid-1960's urban-centered mobility channels were truncated, and unpaid rural leadership positions replaced competition for higher education and consumer goods. Young rural and urban women to-day forego leadership positions and unpaid opportunities for status when they marry early and bear numerous children. T 1688

368 INSURANCE

368.42 SOCIAL HEALTH INSURANCE

(73) 368.42 351.77 614.2 362.11
NATION'S health, The: some issues (U.S.A). 275 p. A5 (Annals of the American Academy of political and social science, Philadelphia, no. 399, January, 1972, p. 1. Grafn. Lit. opg. Tabn.).

The articles consider some symptoms and causes of the less than satisfactory state of the U.S. health sector, and also some directions for change. Medicine: the poor, the sick, the student. Organization of health care, economics of health services for the poor. Medical and social aspects of treatment for genetic-metabolic diseases. Hospital and physician costs and changes. The experience with medical provision and insurance programs in the U.S. Problems of health in the U.S. in perspective. T 1689

38 TRADE. COMMERCE. COMMUNICATIONS

380.11 SUPPLY AND DEMAND
See also: T 1635, T 1667, T 1737, T 1739

380.11 330.187.11 338.5
TAKASHI NEGISHI and Koji. Okuguchi. A model of duopoly with Stackelberg equilibrium. 10 p. A5 (Zeitschrift fur Nationalokonomie, Wien, no. 2/3, 1972, p. 153. Lit. opg.).

Stackelberg disequilibrium for duopoly disappears if the assumption of the perfect information is dropped and each firm is assumed to estimate the reaction function of the rival which will be shifted as it learns from experiences. The stability of Stackelberg equilibrium is shown when the marginal costs increase sharply relative to the slope of the demand curve. The authors show that the concept of an equilibrium in which each firm lends its amount of output the value which the other firm expects is generally consistent. A. extend their analysis to a case where the market demand function is not necessarily known to the both firms. T 1690

380.113 659.113.252
MOSSIN, A. A mean demand function and individual demand functions confronted with the weak and the strong axioms of revealed preference: an empirical test. 16 p. A5 (Econometrica, Amsterdam, no. 1, January, 1972, p. 177. Grafn. Lit. opg. Tabn.).

The main purpose of this empirical investigation is to test whether an estimated demand function satisfies the axioms of revealed preference. It is based on weekly consumers' reports. Calculated from the data are corresponding price and

consumption vectors of a number of individual demand functions and one mean demand function. By comparison with simulated demand functions, the correspondance between the price and consumption vectors is shown to be systematic and in agreement with the axioms of revealed preference. T 1691

380.8 TOURIST TRAFFIC AND TRADE

(44) 380.8
DURAND, H. Le tourisme, du bien de luxe au bien de première necessite. 24 p. A5 (Revue economique et sociale, Lausanne, no. 2, juillet, 1972, p. 129. Lit. opg.).

Où se place le tourisme dans la hiérarchie des besoins et dans la classification des biens. L'auteur emprunte ses exemples a la situation francaise. La demande touristique. Phenomene de masse. Bien de comfort. Adaptation insuffisante de l'offre a evolution de la demande. Trois tendances peuvent etre discernees dans l'evolution de ces dernieres annees: une certaine industrialisation, une diversification des formes d'hebergement, une nouvelle conception des activites touristique. T 1692

381 DOMESTIC TRADE, INLAND (HOME) TRADE

(47) 381 338 : 62 338.984
ORLOV, I. On improving relations between industry and trade (U.S.S.R.). 19 p. A5 (Problems of economics, New York, no. 12, April, 1972, p. 50).

The chief target of the current U.S.S.R. five-year plan imposes greater demands on trade and the service sphere. The development of Soviet trade. Expansion and improvement of the assortment of commodities. The production of clothing. Under the economic reform, the sales target that is assigned to a plant or factory is intended to bring production and consumption closer together. Sufficiency of goods for sale in all stores. (Voprosy ekonomiki, 1971, no. 10). T 1693

6 APPLIED SCIENCES. MEDICINE. TECHNOLOGY

60 TECHNOLOGY. TECHNICAL PROGRESS

60 001
OLDAK, P. Scientific-technical progress and the limits to economic analysis. 21 p. A5 (Problems of economics, New York, no. 12, April, 1972, p. 3. Lit. opg.).

Examination of the new role of the accumulation of knowledge. The integration of science, engineering, and production. The knowledge accumulation sphere as an element of national wealth. The new place of nature in the economic process. The natural factors participating in the production process. General principles in assessing the resources in the biosphere. Expansion of the time horizons of economic analysis. (Mirovaia ekonomika i mezhdunarodnye otnosheniia, 1971, no. 8). T 1694

(4) 60 001.891
PAVITT, K. Will Europe cross the frontiers of technology. 8 p. A4 (European business, Paris, no. 35, autumn, 1972, p. 37. Geill. Tabn.).

Despite enormous efforts in the past few years, European technological efforts have fallen into disrepate. Cooperations and development of new technologies on a European scale run into difficulties like those of the Concorde. The only way to have a truly European technology, is to integrate European governments' markets with competition among the nationally-based companies in these sectors and to develop technological specialization among European countries and firms. Will the major European powers be willing to take such a step. A. reviews the technological policies of each government and examines the possibilities for true European coordination in this field. The findings are of special interest to managers in their implications for truly multinational approaches. The "big technology" issues facing European decision makers. T 1695

(4) (73) 60 658.624 658.8
SORENSON, R.Z. U.S. marketers can learn from European innovators. 11 p. A4 (Harvard business review, Boston, no. 5, September/October, 1972, p. 89. Lit. opg.).

This status report examines some of the significant successes that the Europeans have scored in translating their research discoveries and inventions into commercially viable new products. In arguing his case, the author first offers four conclusions about the perceived "technology gap" between the U.S. and Europe, and then he offers solid evidence to support his conclusions. True, the Continent continues to lag in translating research into products in capital-intensive industries. But

mergers, economies of scale in the Common Market, and better management training are fast rectifying that situation. The marketing concept is now hitting full stride in European multinational business circles. T 1696

614 NATIONAL HEALTH SERVICE

614.7 HYGIENE OF WATER, SOIL AND AIR

614.7 351.777 636
UMWELTSCHUTZ in Land- und Forstwirtschaft; tierische Produktion (dritter Teil); von H.B. Blendl, H.G. Hilliger, H.F. Wolfermann, u.a. 267 p. A5 (Berichte uber Landwirtschaft, Hamburg/Berlin, no. 3, August, 1972, p. 517. Afbn. Bibliogr. Grafn. Krt. Lit. opgn. Tabn.).

M. Blendl und H.G. Hilliger. Minderung von Geruchsbildung in der Tierhaltung. H.F. Wolfermann und L. Reutter. Moglichkeiten zur Abhilfe der Geruchsbelastigung in und ausserhalb von Stallen. H.G. Hilliger und S. Matthes. Wirkung von Staub-, Keim- und Geruchsimmissionen auf Mensch und Tier. W. Baader und R. Thaer und H. Traulsen. Verfahren zur Behandlung von Abfallen der tierischen Produktion. K. Hofmann. Konservierung von Fleisch und Fleischwaren. A. Tolle, W. Heeschen und A. Bluthgen. Chlorierte Insektizide, Fasziolizide und Antibiotika in der Milch. W. Hartmann. Moglichkeiten zur Verringerung der Krankheitsbelastung von Haustierpopulationen durch Resistenzzuchtung. (Summaries in English, resumes en francais). T 1697

62 ENGINEERS SCIENCES
See also: T 1636

62.001.5 TECHNICAL RESEARCH

62.001.5 65.011.4 65.012.2
VALENTAS, K.J. Experiment design; an organized approach to data collection. 6 p. A4 (Research management, New York/London, no. 5, September, 1972, p. 58. Lit. opg.).

In research and product development work, a substantial effort is expended in conducting experiments with the expectation of a marketable product. But because of the finite supply of money and the press of deadlines, it is usually not possible to conduct

as thorough a research program as one would like. This can be the case particularly in the data gathering stage. A. outlines how the proper planning and design of experiments can produce sufficient meaningful and accurate data at reasonable cost. Factorial design as the basis of experiment design. Data interpretation. Two examples of planned experimentation. T 1698

631 AGRICULTURE IN GENERAL. AGRONOMY

631.84 FERTILIZERS

(540) 631.84 338.924

MERRETT, S. The growth of Indian nitrogen fertilizer manufacture: some lessons for industrial planning. 16 p. A5 (The Journal of development studies, London, no. 4, July, 1972, p. 396. Graf. Krt. Lit. opg. Tabn.).

Large-scale production of nitrogen fertilizer in India in a post-World War II phenomenon. Already in the last two decades certain characteristics have repeated themselves in the factories constructed at different times and in widely separated areas of the country which offer valuable lessons not only for industrial planning in India but also in other developing countries. The author seeks to bring these lessons out. In addition the industry's economic history is used to test and to question some specific theories about the early growth of the manufacturing sector in a low-income country, including the effect of wars or depressions in dominant rich countries upon a L.D.C.; the size of the market as a limit on industrial expansion; and the role of gestation lags and spare capacity, as opposed to scarcity of finance for new capital. T 1699

639 HUNTING. FISHERIES AND FISH BREEDING, etc.

639.2 FISHERIES

639.2 330.115
SYMPOSIUM on commercial fishing; by R.F. Fullenbaum, E.W. Carlson, F.W. Bell, a.o. 18 p. A5 (Journal of political economy, Chicago, no. 4, July/August, 1972, p. 761. Grafn. Lit. opgn.).

R.F. Fullenbaum, E.W. Carlson and F.W. Bell. On models of

commercial fishing: a defense of the traditional literature. Comparative specification of the commercial fishing model. Capital requirements of sole ownership versus perfect competition. C. Southey. Policy prescriptions in bionomic models: the case of the fishery. V.L. Smith. On models of commercial fishing: the traditional literature needs no defenders. T 1700

65 BUSINESS ECONOMICS. ORGANIZATIONAL AND MANAGEMENT

65.012.122 OPERATIONS RESEARCH. LINEAR PROGRAMMING, etc.

See also: T 1633, T 1704, T 1714, T 1725, T 1726, T 1732, T 1734, T 1736

65.012.122
BISHOP, B.C. A contribution to a discussion on the methodology of operational research. 10 p. A5 (Operational research quarterly, London, no. 3, September, 1972, p. 251. Lit. opg.).

The application of operational research (O.R.) to problems of decision-making at the policy level in large and complex organizations and particularly to policy-making at high levels in central government, has led to much discussion of the fundamental methodology of O.R. The application of O.R. to policy-making at high levels implies a recognition that such decisions generally involve multiple criteria. The need to be able readily to change the weighting of these criteria in a model calls for a decision-making dialogue between the decision-maker and the model. This is discussed, and related to the development of on-going systems where the model is fitted into an organization to serve decision needs on a continuing basis. T 1701

65.012.122 651.011.56
WHEELWRIGHT, S.C. What can we really expect from computerized models. 9 p. A4 (European business, Paris, no. 35, autumn, 1972, p. 55. Afbn.).

A discussion of the type of decision-making that are best suited for computerized models, the process (procedures) that many have found to be most appropriate for developing such models and the steps that can be taken by the company to insure that the desired success in modeling is achieved. The study begins with an actual situation and a description of how a computerized model was developed for it. This is followed

by a more detailed discussion of the four phases involved in the development of such a model: 1. Recognizing and evaluating potential applications; 2. Developing the model; 3. Computerizing the model; 4. Using, maintaining and improving the model. Choosing the computer. The manager's involvement: an essential factor. T 1702

65.012.2 PLANNING. PROGRAMMING

See also: T 1698, T 1725, T 1726, T 1732

(42) 65.012.2
DENNING, B.W., and M.E. Lehr. The extent and nature of corporate long-range planning in the United Kingdom. 35 p. A5 (The Journal of management studies, Oxford, nos. 2+1, May+February, 1971+1972, pp. 145+1. Grafn. Lit. opg. Tabn.).

A broad description of some research into British corporate long-range planning practice. A definition of long-range planning and a hypothesis about reasons for its introduction. A new element in corporate planning: the attempt to develop formal, systematic planning systems incorporating strategic planning, project planning and operational planning. An examination of the relationship between the incidence of long-range planning systems and certain key parameters of financial opportunity/risk and complexity. It is argued that if long-range planning is introduced to meet different managerial needs, it is appropriate that the organization of the process should be different companies with different key parameters. T 1703

65.012.2 622 65.012.122
KLINGEN, B., und D. Schick. Eine Lösungsmethode für die simultane Produktionsplanung, dargestellt am Beispiel eines Modells für bergbauliche Gewinnungsbetriebe. 22 p. A5 (Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung, Köln und Opladen, no. 8, August, 1972, p. 497. Lit. opg.).

Versucht wird, ein simultanes Produktionsplanungs-Modell für bergbauliche Gewinnungsbetriebe vorzustellen, das für die routinemässige praktische Anwendung entwickelt wurde. Die Zielsetzung des Modells lässt sich in Uebereinstimmung mit den Ergebnissen der Zielforschung in der Betriebswirtschaftslehre sehen. T 1704

65.012.2 65.012.23
TECOZ, H.F. La prevision et les plans à moyen terme. 12 p. A5 (Revue economique et sociale, Lausanne, no. 2, juillet, 1972, p. 153).

Les plans à moyen terme concernent des aspects variés de l'entreprise tels que les capacites de production, les besoins financiers a moyen terme, etc. Un plan ideal devrait examiner un grand nombre de situations possibles, projetees a 3 ou 5 ans, de l'environement et de l'entreprise, de maniere a degager les plus interessantes. L'elaboration du plan. L'etablissement d'un plan à moyen terme pose des problemes de methode delicats au previsionniste. Les outils de prevision du plan a moyen terme. T 1705

(4) 65.012.2 65.012.4
KETTLEWELL, P.J. A European bibliography of corporate planning, 1961-1971. 23 p. A4 (Long range planning, Oxford, June, 1972, Supplement).

Books, pamphlets and journal articles form the basis of this bibliography of European corporate planning. The entries are arranged as follows: A) Planning in general. 1) Philosophy. 2) Comprehensive works. 3) Introductions. B) Individual planning topics. 1. Objectives. 2. Corporate appraisal. 3. Assumptions. 4. From theory to practice - the planner. 5. Aids and techniques. 6. Forecasting. C) Specific management areas. 1. Finance. 2. Manpower. 3. Sales and marketing. 4. Research and development. D) Specific companies and situations - case histories. 1. Local government. 2. Central government. 3. Individual firms and case histories. T 1706

65.012.23 BUSINESS FORECASTING. PREDICTING
See also: T 1705

65.012.23 725.4 65.011.56
SEWERA, P., und D. Biberschick. Lay-out-Planning industrieller Anlagen mit E.D.V. 6 p. A4 (Industrielle Organisation, Zurich, no. 8, August, 1972, p. 341. Afbn. Grafn. Lit. opg. Tabn.).

Die Layout-Planung industrieller Anlagen unterliegt in vielen praktischen Fallen einem bestimmten Grad an Unsicherheit. Ziel einer modernen Layout-Planung ist es, Losungen zu finden, die gegenuber Schwankungen in der Umsatzentwicklung und Struktur beziehungsweise bezuglich betriebstechnischer Veranderungen unempfindlich sind. Gezeigt wird, wie derartige Lösungen unter Einsatz elektronischer Grossrechenanlagen durch Simulation gefunden werden konnen. (Resume en francais; summary in English). T 1707

65.012.4 MANAGEMENT
See also: T 1706, T 1710, T 1711, T 1723, T 1735

65.012.4 65.011.1
MOLANDER, C.F. Management by objectives in perspective. 8 p. A5 (The Journal of management studies, no. 1, February, 1972, p. 74. Lit. opg.).

This article restates the basic philosophy which underlies the technique of management by objectives (M.B.O.); illustrates the ways in which M.B.O. may fail through lack of a basic underlying philosophy; and finally traces the relationship between sensitivity training in particular, and organization development in general and potentially successful M.B.O. application. It is shown how organization development skills can profitably be used both in the planning stages for the introduction of M.B.O. and in the training of managers who will be involved in its operation. Particularly if group target setting is to be introduced, then sensitivity training becomes of major importance. T 1708

(52) 65.012.4 65.011.4
WOLF, G.A. Kostenminimierung in Japans "Management by Innovations". 6 p. A4 (Die Industrie, Wien, no. 37, September 8, 1972, p. 17. Lit. opg.).

In einem seit 1967 laufend zunehmenden Mass wenden führende japanische Unternehmen und Verwaltungsorganisationen das von der japanischen Managementorganisation Nippon Noritsu Kyokai entwickelte Managementkonzept der Kostenminimierung (M.P.K.M.) an. Das Ziel jedes M.P.K.M.-Planes ist es, das Management systematisch zu erzuchtigen, um dem einzelnen Unternehmer sowie der gesamten japanischen Industrie auch in den Verwaltungsorganisationen zu einem international vergleichbaren, hohen Stand zu verhelfen. Wichtige Aspekte des M.P.K.M.-Systemse werden ausfuhrlich erortert. Leistungssteigerung durch Partnerschaft. Japans qualifizierte Leistungssteigerung. Verhaltensweisen und deren Aenderung. Ein dynamisches Organisationssystem. T 1709

65.012.7 SUPERVISION. CONTROL

65.012.7 65.012.4
FLEMING, J.E. The spectrum of management control. 8 p. A5 (Advanced management journal, New York, no. 2, April, 1972, p. 54. Afbn. Lit. opg.).

Control is almost universally recognized as a primary management function. Yet one does not find, upon scanning the literature, a single, well-defined theory of control. Rather, there is an array of descriptions and partially formulated theories that constitute the broad spectrum of management control. This article describes the various hues of this spectrum. Principles of control. The control feedback process. The behavioural sciences and control. T 1710

65.016 STAGES OF DEVELOPMENT (BUSINESS OR CONCERN)

(73) 65.016 65.012.4
VANCIL, R.F. Better management of corporate development (U.S.). 10 p. A4 (Harvard business review, Boston, no. 5, September/October, 1972, p. 53. Afbn. Grafn. Tab.).

In a large number of U.S. corporations, internally generated corporate growth is the most important concern of top management. This article describes a new way to approach the process of managing internally generated growth, including a new type of planning and control system for executives to use. The method hinges on control: identifying the company's financial and human resources being committed to development of new business, allocating the resources, and integrating the system. A. considers such key factors as strategy formulation divisional autonomy and project measurement procedures. T 1711

651 OFFICE MANAGEMENT

651.011.56 ADMINISTRATIVE AUTOMATION
See also: T 1702

651.011.56 658.64
SODEN, J.V. Planning for the computer services spin-out. 11 p. A4 (Harvard business review, Boston, no. 5, September/October,

1972, p. 69. Afb.).

Time and again, recent corporate efforts to exploit the computer services marketplace through creation of an information services subsidiary have foundered as a result of faulty planning and organization. A. examines the difficulties inherent in the operational, organizational, legal, and financial interfaces among the parent company, the new unit, and the other divisions, and discusses the unique problems that must be both identified and resolved. T 1712

657 ACCOUNTANCY. BOOKKEEPING

657.37 BALANCE SHEETS

(430.1) 657.37 657.44 658.114.5
MEYER, C. Konzern-Bilanzpolitik; Versuch einer systematischen Darstellung (Westdeutschland). 14 p. A5 (Betriebswirtschaftliche Forschung und Praxis, Herne/Berlin, no. 9, September, 1972, p. 471. Afb. Lit. opg.).

Das westdeutsche Aktiengesetz von 1965 schreibt für Konzerne die Aufstellung und Veroffentlichung von konsolidierten Jahresabschlussen und Konzerngeschaftsberichten vor. Konzernleitungen und die Empfanger dieser Instrumente der Rechnungslegung werden sich aus diesem Grunde in zunehmendem Masse mit der Rechnungslegung im Konzern und speziell auch mit dem Problem einer Konzern-Bilanzpolitik auseinandersetzen mussen. Begriff und Inhalt der Konzern-Bilanzpolitik. Mogliche Zielsetzungen einer Konzern-Bilanzpolitik. Ansatzebenen fur eine Konzern-Bilanzpolitik: die Jahresabschlusse der einzelnen Konzernglieder; die Wahl der Konsolidierungsgrundsatze; und der konsolidierte Jahresabschluss als solcher. Durchfuhrung der Konzern-Bilanzpolitik. T 1713

657.47 COST ACCOUNTING. COSTING

657.47 65.012.122
TEICHMANN, H. Die optimale Komplexion des Entscheidungskalkuls. 21 p. A5 (Schmalenbachs Zeitschrift fur betriebswirtschaftliche Forschung, Koln und Opladen, no. 8, August, 1972, p. 519. Afbn. Lit. opg.).

Die Meinungen über die derzeitigen Kalküle für Kapitalentscheidungen sind geteilt: die einen meinen, dass sie sie noch zu we-

nig komplex sind, um richtig entscheiden zu können, die anderen meinen, dass sie zu komplex sind, um noch richtig entscheiden zu konnen. Die Behandlung des Problems in der Literatur. Die Entscheidung uber eine bestimmte Komplexion des Kalkuls. Eine Anweisung zur optimalen Komplexion des Kalkuls. T 1714

657.6 AUDITING

(73) 657.6 658.386
ACCOUNTING education (U.S.); by M. Moonitz, L.M. Knighton, G. DeBon, a.o. 61 p. A5 (University of Washington business review, Seattle/Wash., no. 1, winter, 1972, p. 1. Graf. Lit. opg. Tabn.).

M. Moonitz. The Beamer Committee report - a golden opportunity for accounting education. L.M. Knighton. Accounting for public administration. G. DeBon. Another look at accounting education - a coat of many colors. A.I. Tyra. Accounting education at the community college. W.N. Conrardy. Accounting education: for what purpose. E.H. Caplan, N. Dopach, T.R. Dyckman, a.o. A report on introductory accounting. T 1715

658 BUSINESS AND INDUSTRIAL MANAGEMENT

658.112.3 ESTABLISHMENT. SUBSIDIARIES. BRANCH OFFICES
See als: T 1646

658.112.3
MULTINATIONAL report. 14 p. A4 (Multinational business, London, no. 3, August, 1972, p. 1).

Slow road to monetary and trade reform. Calm returns to international bond markets. The challenge of multinational unionism. The research and development efficiency of large drug multinationals. Europe's electrical manufactureres cooperate. E.E.C. decisions on competition. "Orderly marketing" gets tangled in cartel fears. Terms of the new free trade area agreement between the E.E.C. and Finland and those E.F.T.A. countries that are not joining the E.E.C. Vestey - a forgotten multinational. T 1716

658.112.3 32
DUEREN, A. Multinationale Unternehmen als politisches Problem;

zur Frage ihrer Einordnung in die westliche Wirtschafts- und Gesellschaftsordnung. 10 p. A5 (Europa-Archiv, Frankfurt a/M., no. 14, Juli 25, 1972. Bibliogr.).

Entstehung der Giganten. Das Fehlen eines internationalen Gesellschaftsrechts. Politische Bedenken: Steuerhinterziehung, Manipulationen der Verrechnungspreise, internationale Geld- und Kapitalbewegungen, Abhangigkeit usw. Ansatze zur Kontrolle. Internationale Arbeitsteilung und Machtkontrolle. T 1717

658.112.3 338.89
GO-BETWEENS, The; Government relations, otherwise known as lobbying. 9 p. A4 (Multinational business, London, no. 3, August, 1972, p. 15).

Widespread public suspicions concerning the exercise of political power by multinational enterprises. The world's largest multinational conglomerate, International Telephone and Telegraph, raised a storm over U.S. anti-trust law and Chilean politics, which highlighted its public relations department's role. Management style rather than structure determines lobbying approach. The situation in the E.E.C. Lobbying extremely difficult in the U.K. The main forms of leverage which multinational firms have in dealing with governments: provision of employment and provision of technology. Old-style political intervention is out. Access to decision-makers is essential. How effectively is money spent on political relations. T 1718

658.112.3 338.92 658.112.3 : 332.453.4
STREETEN, P. Effects of Asian economic integration on private overseas direct investment. 30 p. A5 (Foreign trade review, New Delhi, no. 1, April/June, 1972, p. 48. Lit. opg.).

Flow of private long-term capital to less developed countries in Asia. Direct investment from D.A.C. member countries in less developed countries in 1968. Multinational corporation and the nation state. M.N.C. an agent of development or a weapon of exploitation. Political power of the M.N.C. Alternatives before the host government. Conflicts between M.N.C. and host government. International integration. International divestment companies. Common interests of the host country and the foreign company. Suggestions for planners. A new form of joint venture. T 1719

(4) (73) 658.112.3 · 65.011.1
KAUFMANN, O. Strategies of expansion and organizational developments in European and American firms. 15 p. A5 (The Journal of management studies, Oxofrd, no. 1, February, 1972, p. 82. Afbn. Lit. opg.).

An attempt to define the nature of organizational changes which are likely to occur within business firms in the future. The study investigates present organizational patterns and then outlines some possible structural developments as they may be required by the implementation of future strategies. Internationalism versus multinationalism. Patterns of territorial expansion of American firms within the U.S. Lessons of the expansion of U.S. firms. The European pattern of international expansion. Problems of expansion of European firms. Structural implications of the continentalization process of European firms.
T 1720

658.152 INVESTMENT. CAPITAL ARRANGEMENT

658.152 330.115 338.01
SEKINE, Th.T. Investment dynamics of a two-sector production model. 16 p. A5 (Zeitschrift fur Nationalokonomie, Wien, no. 2/3, 1972, p. 241. Graf. Lit. opg.).

The author explores the stock-flow dynamics of capital adjustment on the well-tried ground of the fixed-coefficients, two-sector production system. A. concludes that: 1) under the assumption of full employment the mechanical saving function can be replaced with a more flexible long-run investment function that embodies the historical experience of a society, and, 2) that the puzzling "capital-intensity condition" can be removed even when the elasticity of substitution is zero. T 1721

658.152.012.7 : 658.155 DISCOUNTED CASH FLOW

(73) 658.152.012.7 : 658.155
FRUHAN, W.E. Pyrrhic victories in fights for market share (U.S.). 8 p. A4 (Harvard business review, Boston, no. 5, September/October, 1972, p. 100. Grafn. Lit. opg. Tabn.).

In many U.S. industries, profitability is closely linked to market share. Since profits can jump impressively in many industries as a company's position in the market-share battles are often waged with energy. But unfortunately, companies tend to

launch their campaigns for building market share without much foresight. Specifically, they tend to ignore three basic questions: 1) Do we have the resources to win and retain the share; 2) Can we remain competitive if we don't reach the target; 3) Will federal regulators let us pursue our strategy. Using case examples, the author documents the consequences when some companies failed to ask these questions. T 1722

658.153 LIQUIDITY

(73) 658.153 65.012.4
REED, W.L. Profits from better cash management (U.S.). 10 p. A4 (Financial executive, Brattleboro, no. 5, May, 1972, p. 40. Grafn. Tabn.).

In 1970 it was common knowledge that U.S. companies had no cash and, further, that cash management techniques were about as perfect as possible, so nothing could be done to alleviate the shortage of cash. But, says the author, there was - and still is - ample opportunity to improve cash management. In fact, even during 1970, companies had substantial quantities of hidden cash. A. undertook a survey of 39 major corporations located in the New York metropolitan area. He discovered that about 37 per cent of the book balances maintained in 1970 by these firms was in excess of their needs. A. summarizes the findings of his study, and provides a breakdown of responses to each question asked the participants in the study. T 1723

658.155 PROFIT. PROFITABLENESS
See also: T 1678

658.155 65.011.1 65.016
DUESPOHL, H. Gewinn-Maximierung, quantitatives und qualitatives Wachstums als Ziele der Unternehmung. 10 p. A4 (G.F.M.-Mitteilungen zur Markt- und Absatzforschung, Hamburg, no. 3, drittes Vierteljahr, 1972, p. 74. Afb. Grafn. Lit. opg. Tabn.).

Die Gewinnmaximierung als Ziel der Unternehmung. Die Gewinnmaximierung in der Betriebswirtschaftslehre. Unvollkommene Markttransparenz beim Anbieter. Die unvollkommene Markttransparenz beim Verbraucher. Quantitatives und qualitatives Wachstum als Ziele der Unternehmung. Wachstum als Gegenstand der Wirtschaftswissenschaften. Die Rentabilitat als Kriterium. Synergieeffekt. Agglomerationseffekt. Ueberwindung von Wachstumshemmnissen in grossen Betrieben. Der Zielbil-

dungsprozess. Zukunftsforschung. Zielbildung als kybernetischer Prozess. T 1724

658.2 PLANT LAY-OUT

658.2 65.012.1 65.012.122 65.012.2
SOUDER, W.E., P.M. Maher, and A.H. Rubenstein. Two successful experiments in project selection. 11 p. A5 (Research management, New York/London, no. 5, September, 1972, p. 44. Afb. Graf. Lit. opg. Tabn.).

Managerial experiments in project selection decision making are a potentially valuable source of highly useful information for research and development (R. & D.) managers. They can lead to a broader understanding of the project selection management process, thereby helping R. & D. managers to better control and utilize organizational resources. One of the two quasi-experiments, covered in this article, tested the effectiveness of a particular project selection model. The other studied the attitudes of project selection decision makers towards the adoption of an operations research model. The evidence from these two quasi-experiments suggests that the introduction and use of a R. & D. project selection technique can have a marked effect on individual users and their behavior. T 1725

658.2 65.012.122 65.012.2
HERROELEN, W.S. Resource-constrained project scheduling - the state of the art. 15 p. A5 (Operational research quarterly, London, no. 3, September, 1972, p. 261. Lit. opg.).

This study reviews the various solutions that have been proposed for the resource-constrained project scheduling problem. An attempt is made to give the state of the art to date, as well as to point out potential future courses of development. Emphasis is placed on the basic approach involved in each technique rather than on the computational steps required to obtain a solution. Integer programming. Dynamic programming. Balas' implicit enumeration approach. Bounded enumeration techniques. Heuristic programming. The study reveals that besides various heuristic procedures, a wide variety of analytical optimizing techniques are also available. T 1726

658.3 PERSONNEL MANAGEMENT

658.3-057.3 65.015
WILDE, E. The advance of white collar measurement. 6 p. A4 (Work study and management services, Enfield/Middlesex, no. 9, September, 1972, p. 470. Afbn.).

Over the last half century the number of people and the proportion of the working population, engaged in white collar tasks has increased so much that measurement and control of their activities is now important. The present approach is about in the level of "blue collar" work measurement in the 40's. The paper goes on to discuss the dimensions of the problem, and gives examples of the work done by a computer services company in developing measurement of computer staff. T 1727

658.3.011.1
CHARLES, A.W. A systems approach to human resource management. 6 p. A5 (Advanced management journal, New York, no. 2, April, 1972, p. 31. Lit. opg.).

A systems approach to human resource utilization is facilitated by recognizing the multiple uses of performance standards when suchstandards result from a series of supervisor-subordinate conferences. These conferences open a vital channel of communication between various levels of management and their immediate subordinates. Description of a systems approach to human resource management that integrates the specialized functions of management development, compensation and performance. T 1728

658.386-052.22 MANAGEMENT DEVELOPMENT

658.386-052.22
BYHAM, W.C. Assessment centers: the place for picking management potential. 10 p. A4 (European business, Paris, no. 35, autumn, 1972, p. 27).

Through a series of games, discussions, and hypothetical problems a new way of selecting management potential is being developed. Called the assessment center, this method allows trained line managers to observe how candidates actually handle the type of challenges they would have in their future jobs. Accurate, simple, and highly adaptable, the assessment center is being used by more and more companies in America, Japan, and Europe.

It is described how an assessment center works, what the dangers are for company morale as well as the hidden "fringe" benefits for management training. The validity of assessment center ratings. T 1729

658.511 PRODUCTION ANALYSIS

658.511
KRIPPENDORFF, H. Planung der Produktivität. 6 p. A4 (Industrielle Organisation, Zurich, no. 10, Oktober, 1972, p. 454. Afbn. Graf. Lit. opg.).

Die Dynamik industrieller Entwicklung erfordert eine systematische und standige Analyse von Kapazitat und Produktivitat in allen Fertigungsbereichen, besonders auch im Lager. Ungleiche Rationalisierungsreserven und -moglichkeiten wirken sich in unterschiedlichen Wachstum aus. Die integrierte Industrieplanung muss auf einer genaueren Kenntnis der Produktionsentwicklung, der Produktivitat und deren Auswirkung aufbauen. T 1730

658.511 65.011.4
STOTKO, E.C. Pre-Produktion: Brauchland für Management-Initiativen. 5 p. A4 (Industrielle Organisation, Zurich, no. 10, Oktober, 1972, p. 449. Afbn. Grafn.).

Unter dem Begriff Pre-Produktion (P.P.) sind alle produktbezogenen Tatigkeiten vor Anlauf der Serienproduktion zusammengefasst. Der kosten- und personalmassige Aufwand fur P.P. ist in den letzten Jahren bei vielen Industriezweigen sprunghaft angestiegen. Die Methoden der Bewaltigung von P.P.-Aufgaben haben sich aber nur unwesentlich geandert. Dies erklart den Aufbau eines betrachtlichen Rationalisierungspotentials im P.P.-Bereich. Fur Massnahmen zu dessen Abbau fehlen bis heute noch brauchbare Modelle und Leitlinien. Diesbezugliche Anregungen werden in diesem Beitrag gegeben. Integrale Produktionsplanung wird entscheidend. Die Palette der Rationalisierungsmoglichkeiten. T 1731

658.624 NEW PRODUCTS
See also: T 1696

658.624 65.012.122 65.012.2
KAMIEN, M.J., and N.L. Schwartz. Timing of innovations under rivalry. 18 p. A5 (Econometrica, Amsterdam, no. 1, January,

1972, p. 43. Lit. opg.).

The choice of development period and consequent introduction time for a single technically modest innovation by an expected profit maximizing firm under conditions of rivalrous competition. In a simple analytical model factors taken into account by the firm are: the increasing cost with compression of the development period, the reduction of profit opportunities with prolongation of it, and the probability of rival innovation, and imitation. Comparison is made with timing in the absence of rivalry. The effects of intense rivalry are also examined. In contradiction to previous models it is concluded that rivalry cannot accelerate the introduction time so much as to drive the value of the supra marginal project to zero. Selection of the new product price. T 1732

658.64 SERVICES
See also: T 1712

(73) 658.64 65.011.4
LEVITT, T. Production-line approach to service (U.S.). 12 p. A4 (Harvard business review, Boston, no. 5, September/October, 1972, p. 41. Geill.).

We think about service in humanistic terms; we think about manufacturing in technocratic terms. This is why manufacturing industries are forward-looking and efficient while service industries and customer service are, by comparison, primitive and inefficient. It is argued that if companies stop thinking of service as servitude and personal ministration, they will be able to effect drastic improvements in its quality and efficiency. Then it is shown how two U.S. companies have successfully applied manufacturing approaches to solve people-intensive service problems. T 1733

658.8 MARKETING
See also: T 1696

658.8 65.012.122 658.62 659.113.252
TOPRITZHOFER, E. Ueber eine Moglichkeit der Prognose der mittleren Kaufwahrscheinlichkeit in stochastischen Kaufentscheidungsmodellen bei Unkenntnis der Gleichgewichtsverteilung. 17 p. A5 (Schmalenbachs Zeitschrift fur betriebswirtschaftliche Forschung, Koln und Opladen, no. 5, Mai, 1972, p. 301. Afbn.

Grafn. Lit. opg. Tabn.).

Im Rahmen der Analyse stochastischer Kaufentscheidungsmodelle steht der Absatztheoretiker immer wieder vor der Aufgabe, die langfristige mittlere Kaufwahrscheinlichkeit einer bestimmten Produktmarkte zu prognostizieren. Die hierzu benotigte Gleichgewichtsverteilung ist vielfach nicht oder nur unter Schwierigkeiten ermittelbar. Es wird an Hand von zwei stochastischen Kaufentscheidungsmodellen, dem Linearen Lernmodell (diskreter Fall) und einem Geburten- und Todesprozessmodell (stetiger Fall), gezeigt, wie man die langfristig zu erwartende Kaufwahrscheinlichkeit ohne Kenntnis der Gleichgewichtsverteilung auf rekursivem Weg berechnen kann. T 1734

(42) (430.1) (485) 658.8 65.012.4
NUTTALL, J. Marketing - the Swedish, British and German styles. 8 p. A4 (European business, Paris, no. 35, autumn, 1972, p. 64. Tabn.).

This study compares the marketing approaches and practices among German, British, and Swedish firms. First it is shown how the various companies surveyed organize themselves, that is, how much their structures reflect the emphasis put on marketing in their firms. Then the place of the marketing manager himself is examined, and finally, the marketing function within companies of the three countries. This last area shows how the different nationalities handle marketing research, advertising, product planning, customer services, and pricing. T 1735

658.8.012.1 MARKET RESEARCH

658.8.012.1 65.012.122
BIEDERMANN, J., und M. Terebesi. Marktorientierte Disposition mit selbstlernenden Modellen. 6 p. A4 (Industrielle Organisation, Zurich, no. 8, August, 1972, p. 347. Afbn. Grafn. Tab.).

Für Dispositionsverfahren der Absatzplanung wird die Lebensdauer eines Produktes ganzheitlich betrachtet und mit Hilfe von Umsatz- und Zeitnormierungen dargestellt. Verwandte Marktverhalten werden in reprasentativen Verhaltensmodellen zusammengefasst. Daraus werden Prognosen mit Toleranzbereichen abgeleitet. Durch periodische Vergleiche mit Istwerten erfolgt in kurz- und langfristigen Lernprozessen eine laufende Korrektur der Modelle und Einflussfaktoren, um rechtzeitig die Marktveranderungen fur die Zukunft zu berucksichtigen. (Resume en

francais; summray in English). T 1736

663/664 FOOD INDUSTRIES. FOODSTUFFS. BEVERAGES

(540) 663/664 339.233 380.113
HAY, F.G., and R.P. Sinha. Analysis of food expenditure patterns of industrial workers and their families in a developing country. 22 p. A5 (The Journal of development studies, London, no. 4, July, 1972. p. 425. Graf. Lit. opg. Tabn.).

The authors examine data from a single socio-economic group within the Indian population to throw light on three related topics: the impact of urbanization on the demand for food; the nature of the income-elasticity of expenditure on food for this group; the importance of particular socio-economic variables as determinants of the demand for food. A. conclude that the income-elasticity of the demand for food is far from being a "fixed" parameter. T 1737

669 METALLURGY. METALS

669.1 IRON AND STEEL

(540) 669.1 382.6
SARIN, H.C. Foreign trade in iron and steel (India). 11 p. A5 (Foreign trade review, New Delhi, no. 1, April/June, 1972, p. 1. Tabn.).

Emergence of exports. Realisation of steel export potentialities. Risudal nature of exports. Export of finished goods. Necessary to maintain export markets is insurance against vagaries of domestic demand. Earmarked capacity for exports. No 100 per cent self-sufficiency. All countries have to resort to international trade in steel. Finished steel, import-export, total production. Canalisation of imports of various steel through specialised agencies. "Steel bank". T 1738

7 THE ARTS. ARCHITECTURE. ENTERTAINMENT, a.o.

711 REGIONAL PLANNING

(66) 711 338 : 63 380.11
SPATIAL structure and process in tropical West Africa; by M.E. Harvey, G. Benneh, J. Brindley, a.o. 129 p. A4 (Econom-

ic geography, Worcester, no. 3, July, 1972, p. 227. Grafn. Lit. opg. Tabn.).

Current snapshot of several aspects of the space economy of tropical West Africa by nine authors. Identification of development regions in developing countries. Systems of agriculture. Passenger transport demand in West Africa; submarkets and their spatial structure. The urban system in the migration process: an evaluation of step-wise migration in Sierra Leone. Spatial organization of residential areas in Accra and Ghana. Rural periodic markets and extension of an urban system. Spatial structure of rural Northern Nigeria. Periodic market system in Northeast Ghana. T 1739

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